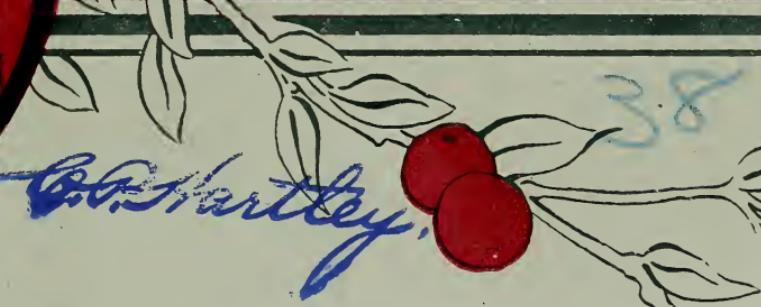
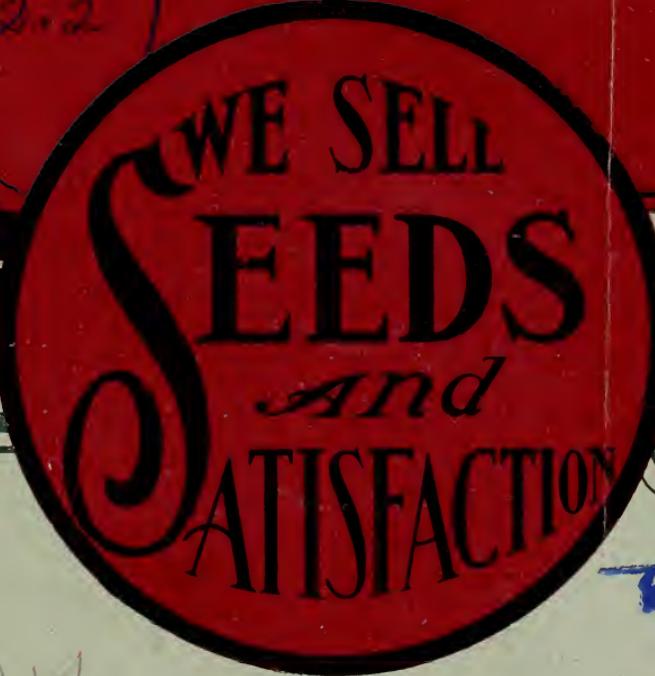


## **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.



62-2



1914

*Annual  
TRADE  
LIST*

**Rush Park Seed Co.**  
WHOLESALE GARDEN  
FLOWER AND FIELD SEED  
Independence, Ia. - 1914

38

# **This is Our Twenty-fifth Annual Price List**

---

And it makes us feel OLD and SUBSTANTIAL to think that the present year will complete a Quarter of a Century for us as Seedsmen.

We look with pride upon the progress we have made, but realize that we have only just begun to fill the field that is opening for us. Our plan for the future is to push out for a larger share of the seed business with more energy than we have in the past. Substantial and lasting success is never attained without real merit; and our success is accounted for by the quality of the seed we have sold and our treatment of our customers.

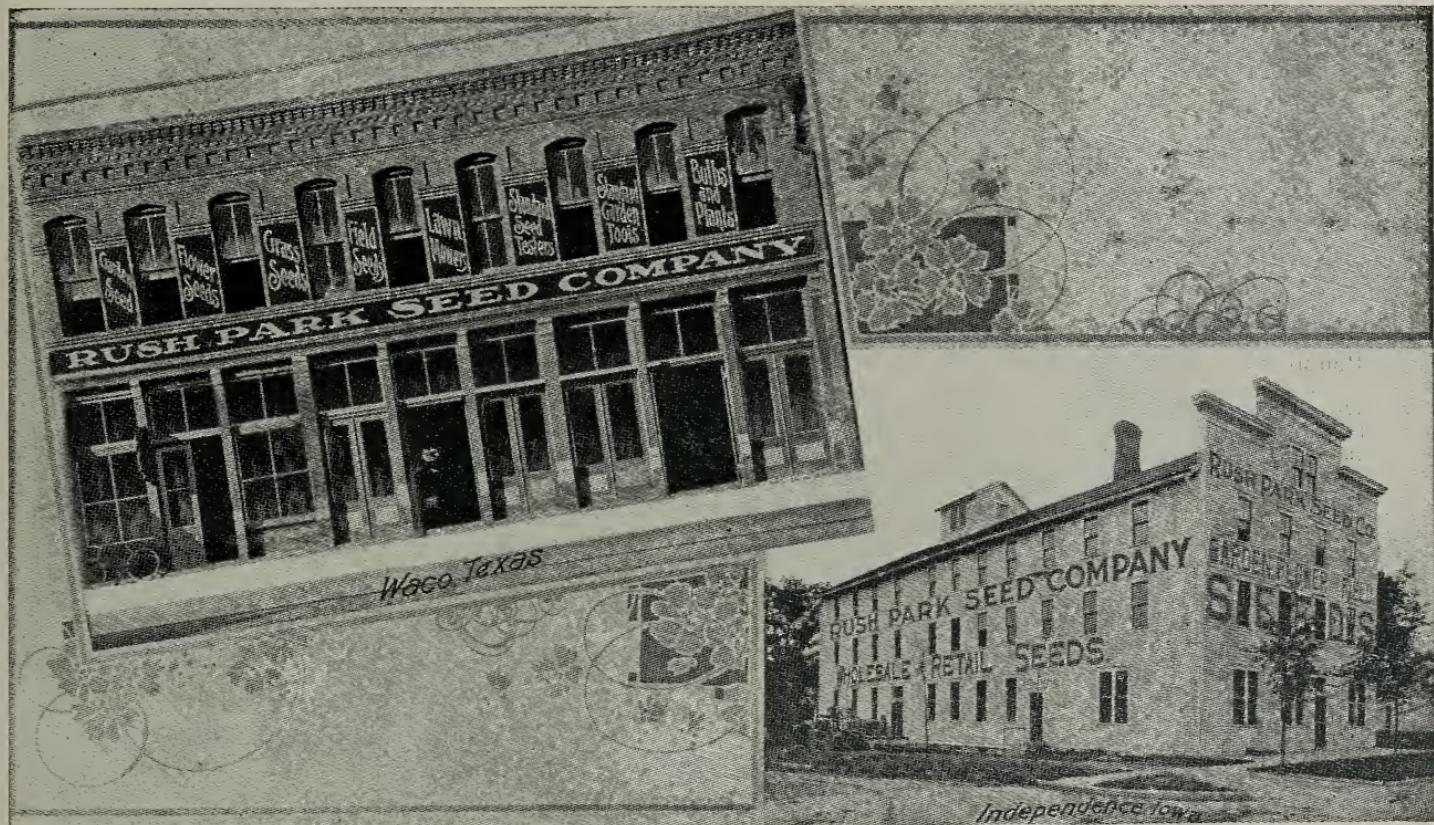
Our continual effort has always been in the past to sell not only SEED, but SERVICE and SATISFACTION, and our aim in the future is to continue this policy.

With the improved facilities, we will be in better shape to live up to our slogan.

**"SEEDS, SATISFACTION AND SERVICE"**

**Rush Park Seed Co.,**  
**Independence, Iowa**

**January, 1914**



Independence Jumper

RUSH PARK SEED CO.  
Independence, Iowa

# Bulk Seed Prices

WE ARE NOT BOUND by these prices for any time or quantity, and they are subject to change without notice. At the same time we will do our best to fill all orders at prices quoted as long as our present stocks hold out. All seed sold subject to the following NON-WARRANTY, customary with all seed-men: We, Rush Park Seed Co., do test our seeds before sending them out and use our best endeavors so have all seed sold by us exactly as represented, but give no warranty, expressed or implied, as to description, quality, productiveness, or any other matter of any seeds we send out, and will not be in any way responsible for the crop.

RUSH PARK SEED CO.

The Items Set in Bold-Faced Type are Most Popular

## BEANS—Dwarf or Bush.

	Per Bu.
Keeney's Rust Proof Wax	\$5.00
<b>Improved Golden Wax</b>	5.00
Wardwell's Kidney Wax	6.00
Pencil Pod Black Wax	5.00
<b>Black or German Wax</b>	5.00
New Davis Kidney Wax	5.00
<b>Improved Early Red Valentine</b>	4.25
Early Mohawk	4.00
<b>Early Yellow Six Weeks</b>	4.00
Refugee or Thousand to One	4.50
<b>Dwarf White Kidney, Field</b>	3.50
<b>Dwarf Horticultural</b>	4.25
Burpee's Bush Lima	6.00
Henderson's Dwarf Lima	6.00
Burpee's Stringless Green Pod	5.00

## BEANS—Pole or Running.

<b>Large White Lima</b>	5.50
<b>White Dutch Case Knife</b>	5.00
<b>Horticultural or Cranberry</b>	5.00
Kentucky Wonder or Old Homestead	5.00
Red Speckled Cut Short or Corn Hill	4.75

## CORN—Sweet or Sugar.

Early Adams	\$2.00
Early White Cory	3.25
<b>Extra Early Cory</b>	3.25
<b>Early Minnesota</b>	3.00
<b>Crosby's Early</b>	3.00
Black Mexican	3.25
<b>Country Gentleman</b>	3.25
Egyptian Sweet, Late	2.75
<b>Stowell's Evergreen</b>	2.75
Mammoth Late Sweet	2.75
Golden Bantam	3.50
<b>Early Evergreen</b>	3.00

Sweet Corn is sold by measured bushel. In Iowa we bill Sweet Corn out by the pound on basis of these prices at measured bushel.

2-bu. lots of one sort. Beans or Corn, 25 cents per bu. less.

## FOR SEASON 1914

### **POP CORN.**

For Seeding or Popping ..... .06

### **PEAS—First Early Sorts.**

<b>Rush Park Seed Co.'s Extra Early</b>	\$5.00	Per Bu.
Alaska or Earliest of All	4.50	
First and Best	5.25	

### **PEAS—Extra Early Dwarf.**

*American Wonder	6.00
*McLean's Little Gem	5.50
Improved Tom Thumb	6.00
*Nott's Excelsior	6.00
*Gradus	7.00

### **PEAS—Second Early.**

*McLean's Advancer	5.50
*Bliss Everbearing	4.50
Bliss Abundance	5.50
Carter's Telephone	6.00
Pride of the Market	6.00

### **PEAS—Later Varieties.**

*Carter's Stratagem	6.00
*Champion of England	5.00
*Yorkshire Hero	5.00

Per Lb.

### **PEAS—Later Varieties, Continued.**

Per Bu.

Large White Marrowfat	\$3.50
Black Eye Marrowfat	3.75
*Melting Sugar (edible pods)	6.50
*Tall Gray Sugar (edible pods)	6.50
Field Peas, White (net cash)	Market Price
Field Peas, Canada Green (net cash)	"

\* Indicates wrinkled varieties and are sold 56 lbs to the bushel. In Iowa we bill Peas by the pound on basis of these prices and weights. Two bushels, one sort, 25 cents per bushel less.

### **ASPARAGUS.**

Per Lb.

Conover's Colossal	\$.30
Mammoth Columbian	.35

### **BEET.**

Crosby's Egyptian	.50
Bastian's Early Blood Turnip	.50
Dewing's Blood Turnip	.50
Early Blood Turnip	.50
Eclipse Blood Turnip	.50
Egyptian Blood Turnip	.50
Edmand's Early Blood Turnip	.60
Long Smooth Blood	.35
Swiss Chard or Sea Kale Beet	.35
Lentz's Early Turnip	.60
Detroit Dark Red	.60

5-pound lots of one sort, 3 cents per pound less.

RUSH PARK SEED CO.  
Independence, Iowa

**BEETS—Mangel Wurzel.**

	Per Lb.
Mammoth Long Red.....	\$.18
<b>Golden Tankard.</b>	.18
Vilmorin's Imperial Sugar .....	.18
Klein Wansleben .....	.18
Giant Half Sugar .....	.18
50-lb. lots, 2c per lb, less.	

**CABBAGE.**

Early Jersey Wakefield, Am. grown.....	1.20
Early Winnigstadt .....	1.00
Early York .....	.90
Early Flat Dutch, Am. grown.....	1.10
<b>Henderson's Early Summer.</b>	1.20
Sure Head, Am. grown.....	1.20
All Season, Am. grown.....	1.20
Henderson's Succession.....	1.20
Red Dutch or Rock Red .....	1.40
Marblehead Mammoth, Am. grown.....	1.20
<b>Im. Prem. Late Fiat Dutch</b> , Am. grown .....	1.10
<b>Large Late Drumhead</b> , Am. grown.....	1.10
Hollander .....	1.60
Early Drumhead .....	1.10
Copenhagen Market .....	4.00

**CARROT.**

French Forcing or Early Shorthorn .....	.60
Early Scarlet Horn .....	.60
<b>Danver's Half Long</b> .....	.45
Ox Heart or Guerande .....	.45
<b>Improved Long Orange</b> .....	.45
Large White Belgian .....	.35
Yellow Belgian .....	.35

**CELERY.**

	Per Lb.
Golden Self-blanching (imported French).....	\$6.00
<b>Golden Hearted Dwarf</b> .....	1.40
Boston Market .....	1.40
<b>White Plume</b> , improved .....	1.40
Giant White Solid .....	1.40
Celeriac or Turnip Rooted .....	1.00

**CAULIFLOWER.**

	Per Oz.	Per Lb.
Henderson's Early Snowball .....	\$1.00	\$15.00
Extra Early Paris .....	.40	5.00

**CRESS.**

Curled or Pepper Grass .....	.30
------------------------------	-----

**CUCUMBER.**

Early Russian .....	.60
<b>Early Green Cluster</b> .....	.50
Early Frame or Short Green .....	.50
Improved Early White Spine .....	.40
<b>Boston Pickling</b> .....	.50
Chicago Pickling .....	.50
Jersey Pickling .....	.50
Nichols' Medium Green .....	.50
<b>Improved Long Green</b> .....	.60
Long Green Turkey .....	.60
Green Prolific .....	.50

**EGG PLANT.**

	Per Oz.	Per Lb.
New York Improved .....	\$.20	\$2.00
Early Long Purple .....	.20	2.50

FOR SEASON 1914

**ENDIVE.**

	Per Lb.
White Curled	\$.60
Green Curled	.60

**KALE.**

Dwarf German Curled	.65
Tall Scotch Curled	.65

**KOHL RABI.**

Early White Vienna	1.00
Early Purple Vienna	1.00

**LEEK.**

Large London Flag	.90
-------------------	-----

**HERBS.**

Sweet Marjoram	1.25
Thyme	2.00
Summer Savory	1.00
Sage	1.50

**LETTUCE.**

Simpson's Early Curled	.45
<b>Black Seeded Simpson</b>	.45
<b>Improved Hansen</b>	.45
<b>Prize Head</b>	.45
White Summer Cabbage	.45
<b>Early Curled Silesia</b>	.45
<b>Green Fringed</b>	.45
Early Tennis Ball, Black Seeded	.45
Grand Rapids Early Forcing	.45
Big Boston	.50
California Cream Butter	.45

**MELON—Musk.**

Texas Cannon Ball	\$.50
Acme or Baltimore Market	.60
Osage	.60
Green Nutmeg	.50
<b>Improved Nutmeg</b>	.50
<b>Early Hackensack</b>	.50
Montreal Market	.60
<b>Skillman's Netted</b>	.50
Bay View	.50
Emerald Gem	.60
Netted Gem	.60
Banana	.75
<b>Orange Christiana</b>	.65
Miller's Cream	.60
<b>Netted Gem or Rocky Ford</b>	.45

**MELON—Water.**

Thomas Watson	.35
Florida Favorite	.30
McIver's Sugar	.30
Kentucky Wonder	.35
Sweetheart	.30
Seminole	.35
Georgia Rattlesnake or Gypsy	.30
Pride of Georgia	.30
Phinney's Early	.30
Peerless or Ice Cream	.30
Jordan's Gray Monarch	.30
Alabama Sweet	.35
Triumph	.35
Angel's Kiss	.35
Harris' Earliest	.35

**RUSH PARK SEED CO.**  
Independence, Iowa

**MELON—Water, Continued.**

	Per Lb.
Kolb's Gem	\$.30
Kleckley's Sweets or Monte Cristo	.35
Cuban Queen	.30
Cole's Early	.85
Jones' Jumbo	.35
Mammoth Ironclad	.35
Dixie	.30
Mountain Sweet	.30
Duke Jones	.34
Citron, for preserving, red or green seeded	.50

**MUSTARD.**

White English	.15
Chinese, Smooth Leaved	.30
Southern Giant Curled	.20

**OKRA.**

Improved Dwarf White	.30
White Velvet or Lady Finger	.30

**ONION.**

Extra Early Red	1.00
Large Red Wethersfield	.90
Yellow Globe Danvers	1.00
Southport Red Globe	1.00
Southport White Globe	1.40
White Portugal or Silver Skin	1.40
Spanish King or Prize Taker	1.00
Australian Brown	.90
White Bermuda	1.75

**ONION, Continued.**

	Per Lb.
Crystal Wax Bermuda	Sold Out
Red Bermuda	Sold Out

**ONION SETS.** March 1st, shipment. 32 lbs. to Bu.

Choice White Bottom	\$2.50
Choice Red Bottom	2.25
Choice Yellow Bottom	2.50

**PARSLEY.**

	Per Lb.
Champion Moss Curled	\$.60
Large Rooted or Hamburg	.70

**PARSNIP.**

Hollow Crown or Guernsey	.25
Long Smooth White	.25

**PEANUTS, Spanish** Per 100 lbs. 5.50

**PUMPKIN.**

Connecticut Field	.30
Sweet or Pie	.30
Tennessee Sweet Potato	.40
Large Cheese or Kentucky Field	.20
Cushaw Crookneck	.50
Mammoth Tours	.50

**PEPPER**

Large Bell or Bull Nose	1.25
Long Red Cayenne	1.25
Ruby King	1.40
Golden Dawn	1.40
Sweet Mountain	1.40

FOR SEASON 1914

**RADISH.**

	Per Lb.
<b>Early Scarlet, Turnip Rooted</b>	\$.30
Early White Tipped Scarlet Turnip	.35
<b>French Breakfast</b>	.35
Rosy Gem	.40
<b>Early Deep Scarlet, Olive Shaped</b>	.35
Early White, Olive Shaped	.35
<b>Early White Turnip</b>	.30
<b>Long White Strasburg</b>	.30
Wood's Early Frame	.35
<b>Improved Chartier</b>	.35
White Naples	.35
Yellow Summer Turnip	.35
<b>Early Long Scarlet, Short Top</b>	.30
<b>White Vienna or Lady Finger</b>	.35
California Mammoth White Winter	.40
Long Black Spanish Winter	.40
China Rose Winter	.40
Non Plus Ultra Early Forcing	.40
Icicle	.35

**RAPE.**

Dwarf Essex, True	.07
Ask for prices on large quantities.	

**RHUBARB.**

Victoria	.70
----------	-----

**SALSIFY or Vegetable Oyster.**

Long White French	.75
Sandwich Island Mammoth	.75

**SPINACH.**

	Per Lb.
<b>Long Standing</b>	\$.15
Round Leaf	.15
Prickly Seeded	.15
Broad Leaf	.15
Bloomsdale Savoy	.15

**SQUASH—Winter.**

<b>True Hubbard</b>	.60
<b>Boston Marrow</b>	.40
<b>Marblehead</b>	.40
Golden Hubbard	.50
Fordhook	.50

**SQUASH—Summer.**

Early White Bush Scalloped	.35
<b>Early Summer Crookneck</b>	.35

**TOMATO.**

<b>Livingston's Perfection</b>	1.00
<b>Red Trophy</b>	1.00
<b>Acme</b>	1.00
<b>Optimus</b>	1.00
<b>Livingston's Favorite</b>	1.00
<b>Dwarf Champion or Tree</b>	2.00
<b>Livingston's Beauty</b>	1.00
New Stone	1.00
Ponderosa, true stock	2.25
Ground Cherry or Husk Tomato	2.00
Golden Queen	1.50
Earlianana	1.50
Matchless	1.50

**RUSH PARK SEED CO.**  
Independence, Iowa

**TURNIP.**

	Per Lb.
Early White Milan, for forcing .....	\$.35
Purple Top Strap Leaf, Am. stock .....	.25
Purple Top White Globe .....	.25
White Flat Dutch or White Top Strap Leaf .....	.25
Early White Egg .....	.25
Yellow Stone .....	.25
Golden Ball or Orange Jelly .....	.25
Seven Top .....	.25
Cow Horn .....	.25
Purple Top Yellow Aberdeen .....	.25

**RUTABAGA.**

Improved American Purple Top .....	.25
Skirving's Purple Top .....	.25
Carter's Imperial Swede .....	.25
White Sweet German .....	.22

**SWEET PEAS.**

Extra Fine Mixed, consisting of the best Eckfords, Spencer and Unwin Sorts .....	1.00
Eckford Mixed .....	.60

**SWEET PEAS—Named Sorts.**

Countess Spencer, rose pink .....	1.00
Gladys Unwin, large, pale pink .....	1.00
Blanche Burpee, pure white .....	1.00
Dorothy Eckford, best white .....	1.00
Agnes Johnson, rose pink and cream .....	1.00
Prima Donna, soft pink .....	1.00
Royal Rose, deep rose pink .....	1.00

**SWEET PEAS, Continued.**

	Per Lb.
Lady Grisel Hamilton, light lavender .....	\$1.00
Salopian, scarlet .....	1.00
America, Striped, bright red .....	1.00
Navy Blue, dark Blue .....	1.00

**SUNFLOWER.**

Mammoth Russian .....	.06
-----------------------	-----

**SUGAR CANE.**

Early Orange .....	Market Price
Early Amber, select .....	" "
Red Top .....	" "

**BROOM CORN.**

Improved Missouri Evergreen .....	\$.07
-----------------------------------	-------

**NASTURTIUM.**

Tall Mixed .....	.35
Dwarf Mixed .....	.40

**LAWN GRASS.**

	Per Bu.
Rush Park Mixture, fancy, 20 lbs. to bu. ....	\$3.20
Fine Mixed, 15 lbs. to bu. ....	2.00
Bermuda Grass, per lb. ....	1.00

FOR SEASON 1914



WE HAVE SECURED from a seed house that failed some bulk seed cabinets, such as the one shown in the cut above. These cabinets have a glass front which shows up the small seed, such as Turnip, Onion, Radish, Cucumber, Beet, etc., to the best possible advantage. There is a nice place for labels or cuts, showing up the different varieties on sale. The cabinet occupies but a little counter room—about one foot by three—and has room for sixteen varieties of seed. It opens for filling on top, and for retailing, the seed are taken out at the bottom on the back side. A slide regulates the flow of seed so that they feed down automatically as fast as they are taken out. It displays them attractively, keeps them from dirt, etc. Price, \$2.00, with a general bulk seed order.

## Package Seeds

WHILE we handle everything in the line of seeds, our specialty is PACKAGE SEED.

We were pioneers in the matter of selling seed *outright*, and have done more to educate the trade to the advantages of that plan than any other seed house in the country. A dealer who handles any seed to speak of can not afford to sell them on commission. It would be just as business-like to handle coffee, tea, spices or molasses that way. The *business* way is to *buy your seed outright* at their value. Take a *business chance* and make more than double the profit on what you sell. We spoke of taking a "chance," but there is no more chance to take buying packet seed than there is buying any other commodity. Our plan of replacing the short-lived seeds with new ones each year, while it primarily protects our own reputation, incidentally protects our customers. Those who have dealt with us steadily for ten, and some even twenty years, never lost a package of seed.

It is the duty of all retail dealers who handle seed to put this branch of their business on the most paying basis possible, and to do that they should confine themselves principally to *one line* of seed and buy that *outright*. Our "Unrivalled" line offers more value for the money and more advantages to dealer and customer than any other line of seed on the market.

## Mammoth Monogram Packets

THESE PACKETS are the mammoth size and contain double the standard amounts of seed and make a most saleable packet. The customer is satisfied with the quantity he gets and buys "satisfaction" with every packet in the quality of seed. These seeds are packed in regular assorted cases of 500 packets each, and sell for \$1.50 per 100 packets, or \$7.50 for the case. We also pack in 300-packet cases at same price per hundred, but in less quantity than 500 packets we are obliged to charge 25 cents for the case, which only partially covers its cost. This makes the 300 regularly assorted cases of these large packages cost \$4.75. They retail for \$15. paying over 250 per cent profit. The regularly assorted cases of these goods are, to the best of our knowledge and ability, assorted to meet the requirements of the trade in the section of the country where they go, we assorting them differently according to locality to which shipment is made.

If you have never handled these packets, a regular assortment will doubtless fit the wants of your trade as well or better than any assortment you could select yourself, but we can furnish these packets to you in any assortment you may desire at the price of \$1.50 per 100 packets.

## Seed in Cartons

WE PUT UP a very attractive and saleable package of Peas, Beans and Corn in a one-half-pint package to retail at 10 cents; 4-ounce package of Turnip and Rutabaga to retail at 15 cents;  $\frac{1}{2}$ -ounce package Beet to retail at 15 cents; 2-ounce package Onion to retail at 25 cents, and a 1-pint package of Peas and Corn to retail at 15 cents. Our regular assorted case of these packages we call our "Bulk Assortment." It contains 90 packages, costs \$5.00, and has a retail value of \$10.40. We sell all these in quantity and assortment to suit the customer. Varieties, sizes and prices as below:

**BEET— $\frac{1}{2}$ -ounce packages at 60c per dozen.**

Long Smooth Blood, Early Blood Turnip, Egyptian Blood Turnip.

**ONION—2-ounce packages at \$1.00 per dozen.**

Red Wethersfield, Yellow Globe Danvers.

**TURNIP—4-ounce packages at 80c per dozen.**

Purple Top Strap Leaf, Improved American Purple Top Rutabaga, Purple Top White Globe.

**BEANS— $\frac{1}{2}$ -pint packages at 70c per dozen.**

Black Wax, Golden Wax, Red Valentine, Long Yellow Six Weeks.

**BEANS (Pole)— $\frac{1}{2}$ -pint packages at 75c per dozen.**

Large White Lima, Burpee's Bush Lima, Red Speckled Cut Short, Horticultural, White Dutch Case Knife, Kentucky Wonder.

**PEAS— $\frac{1}{2}$ -pint packages at 70c per dozen.**

American Wonder, McLean's Little Gem, Tom Thumb, First and Best, Stratagem, Champion of England, Marrowfat, Bliss' Everbearing.

**PEAS—1-pint packages at \$1.00 per dozen.**

American Wonder, McLean's Little Gem, Bliss' Everbearing, Marrowfat, Champion of England.

**CORN— $\frac{1}{2}$ -pint packages at 35c per dozen.**

Cory, Early Minnesota, Evergreen, Crosby's Early.

**CORN—1-pint packages at 50c per dozen.**

Cory, Early Minnesota, Evergreen.

1-ounce packages Tall Nasturtium, per dozen .....\$ .65

1-ounce packages Dwarf Nasturtium, per dozen.. .55

2-ounce packages Sweet Peas, per dozen..... .65

**TURNIP—2-ounce packages at 45c per dozen.**

Purple Top Strap Leaf, Purple Top White Globe, White Top Strap Leaf, Cow Horn, Seven Top.

FOR SEASON 1914

# For the Benefit of Those Who are Not Acquainted With Our Line

We have arranged the following assortments which will undoubtedly be a convenience and a help to you in ordering.



## COMBINATION ASSORTMENT NO. 1

1 case 500 Mammoth Monogram packets Vegetable Seed which retail at	\$25.00	Cost	\$ 7.50
1 case 100 Mammoth Monogram packets Flower Seed which retail at	5.00	Cost	2.00
1 case 90 Bulk packages assorted Peas, Beans, Corn, Turnip, Beets, Onions	10.60	Cost	5.00
1 case 10 1-quart packages Unrivaled Mixed Lawn Grass, which retail at	2.00	Cost	1.25
1 case 48 Cartons Sweet Peas and Nasturtiums, assorted 2 dozen 2-ounce packets Sweet Peas, 2 dozen Nasturtiums, dwarf and tall, which retail at	4.80	Cost	2.50
Paying nearly 200 per cent. profit, with a retail value of	\$47.40	Cost	\$18.25

**RUSH PARK SEED CO.**  
Independence, Iowa



**COMBINATION ASSORTMENT NO. 1**

1 case 300 Mammoth Monogram packets Vegetable Seed which retail at.....	\$15.00	Cost.....	\$ 4.75
1 case 100 Mammoth Monogram packets Flower Seed which retail at.....	5.00	Cost.....	2.00
1 case 44 Bulk packages assorted Peas, Beans, Corn, Turnip, Beets, Onions.....	5.20	Cost.....	2.75
1 case 10 1-quart packages Unrivalled Mixed Lawn Grass, which retail at.....	2.00	Cost.....	1.25
Paying nearly 200 per cent. profit, with a retail value of.....	\$27.20	Cost.....	\$10.75

## Standard-sized Packets

**T**O MEET the demand for a cheaper packet we put up the old style, standard-sized packet used by most seedsmen. We pack them in any sized case from 250 packets to 500 packets. Our price on these is \$3.50 for 250 packets; \$6.50 for 500 packets; \$12.50 for 1,000 packets, with no charge for the case. In larger quantities, to be used as a leader in department stores and other aggressive dealers, we can quote a special low price, and in this connection we want to say that there is nothing you can use for a "leader to attract trade that will be as successful and satisfactory as garden seeds in their season.

Bear in mind, these seeds are not to be compared with the cheap packets put up by some seedsmen for department store trade, but are standard size in quantity of seed, and the seed is also of the very finest quality. They will retail for as much as any other packet seed, in which case they pay a profit of 300 per cent., or if sold at two packets for 5 cents, pay 100 per cent. profit, and will more than pay out if used as a leader at 15 cents or 20 cents a dozen.

# We Help You Sell the Seed



To secure an order from you is not our final object; for unless you sell the goods so as to be in a position to buy as large or an increased order next year, we will be the loser equally with yourself.

Our line of Packet Seed is a most saleable one and will out-sell any line in the market if given an equal chance. But this does not satisfy us. We want more than our share, and to assist in the sale of the goods after they are in the dealer's hands, we offer ROGERS' SILVERWARE as a premium to users of our Packet Seed.

Bear in mind that this is not the ordinary premium silver, but Rogers' Guaranteed plate. We send poster and other matter advertising this deal with all our shipments of Packet Seed, and it will pay you to give this matter some publicity with your trade. We have tried to relieve the dealer of all trouble in the matter, for your customers send to us direct for the premium.

Our plan is to mail this spoon to your customer for the return to us of 6 empty packets and 10 cents to pay the cost of but the packing and postage.

These spoons are worth at retail from 20 to 25 cents each and cannot be bought for less. Everyone who has procured one is anxious to complete the set.

It is not necessary to return all of the empty packet. The bottom Front Name Plate can be cut off and sent us, even before the seed are used.

# Regarding Terms, Shipping, Etc.

## Important—

Please read this and avoid a misunderstanding. All bills are due and payable 60 days from the time of shipment you specify on your order. Owing to the size of our business it is impossible to ship all orders on the particular date specified, therefore we must ship some orders earlier; but give you the advantage of the full dating. Accounts not paid at maturity are subject to draft without notice.

## Field Seeds—

Grass Seeds of all kinds, Clovers, Field Corn, Field Peas, Dwarf Essex Rape, are net cash; no discount.

## Discount—

A 2 per cent. discount will be allowed for cash if paid within 10 days from date of invoice; 1 per cent. in 30 days. Absolutely net cash in 60 days.

## Charge for Packages—

We make no charge for cases, furnishing them free with all orders for package seed that are large enough to use a case. Bags, packing boxes, crates or barrels are charged at cost.

## F. O. B. Independence, Iowa

Unless by special arrangement, all goods are placed f. o. b. cars our station. Please bear in mind that a receipt from common carrier constitutes a

delivery. We cannot be held responsible for damage or loss in transportation. Your recourse is with the carrier. However, we will use every effort to assist customers in tracing and locating delayed or lost shipments.

## Mail Orders

We are centrally located and most of the trade who receive this list will be able to get their orders filled sooner if ordered of us than from any other point. Mail orders during the season always receive the most prompt attention. We put forth every effort to have every order go forward on the first train.

## Shipping Directions

It is always best to give plain and explicit shipping directions, but in the absence of such directions we will use our best judgment, and will always endeavor to select the quickest and cheapest route. When small packages are desired by mail or express, prepaid charges or postage will be about 8 cents per pound extra, which amount will be added to invoice.

## Parcels Post and Express

Seeds do not come under the present Parcels Post regulations, but may be shipped under the old ruling for  $\frac{1}{2}$ c an ounce or 8c per pound irrespective of distance. For long distances this is cheaper than Parcels Post. The Express companies make a special rate on seeds of 20 per cent. less than regular rate.



**'Standard  
Cultivator'**

No. 20

A Practical Tool  
for Small Gardens

# "STANDARD" GARDEN TOOLS

No. 20 — Shipping weight 20 lbs. List price \$3.25. On a single tool \$2.10. In lots of five, \$2.00 each, net, F. O. B., Independence.

No. 2, **Cultivator**.—This is a double wheel, spring beam machine, 16-inch wheels, arch adjustable from 7 to 11 inches. Complete machine has 4 cultivator shovels, 2 hoes, 2 plows, 2 rakes. List Price \$6.00 Price to trade \$4.00.

No. 4, **Double Wheel, Complete**.—Is the same as No. 9 Combined Drill, shown below, but without Seeder Attachment. List Price \$7.00. Price to Trade \$4.50.

No. 9, **Hill and Drill Seeder and Cultivator, Complete** —This is the best all-purpose Hand Garden Tool made; a perfect Seeder and a complete, high grade Double Wheel Hoe and Cultivator with all the Attachments, an all-in-one machine. List Price \$12.00. Price to Trade \$7.75, all F. O. B., Independence.



We have a **COMPLETE LINE** of these  
**"STANDARD"** Tools in Stock, and  
Can Serve the Trade Promptly.

.....Write for.....

MORE COMPLETE LIST and INFORMATION